



### **Agenda Action Form Overview**

The Board is requested to receive a presentation from Tyler Mulligan and Jonathan Morgan, Associate Professors with UNC’s School of Government, on Economic Development components, incentive negotiations and legal parameters that will serve as an update to the conversation at the February Board retreat.

### **Background/Justification**

At the Board Retreat in February, conversation on the County’s Economic Development policy included discussion with the Board on strategies to enhance policy effectiveness, desired policy outcomes and questions about working within existing, established legal framework to accomplish the first two objectives. The presentation at the June 4<sup>th</sup> Worksession is an update to that conversation and will attempt to address elements of the following components:

Ideas to improve policy:

- Benchmarking against peers
- Citizen input on desired outcomes
- Better coordination with the City
- Better definition of terms, i.e. “Workforce Development Plans”
- Strengthening of claw-back provision
- Robust performance criteria built into contracts
- Demonstrate Durham Resident recruitment
- Demonstrate MWBE participation as a requirement for incentives

Desired outcomes:

- Emphasis on labor force development and infrastructure rather than incentives
- Living wage jobs that don’t require advanced degrees
- More minorities with access to contracts
- Promote business development in minority or low-income communities

Policy enforcement:

- Written information not always provided
- On-site childcare
- Occupancy permit achieved prior to incentive payment

Questions:

- What is our policy on further industrial development?
- What is the full range of what we can legally do?
- How do we incentivize small and minority businesses?
- What is the hammer for robust compliance?
- How do we incentivize mid-level jobs?

### **Policy Impact**

Discussion includes strategies to enhance the county’s Economic Development policy to promote and support the community and economic vitality for all residents. This presentation and



discussion will in turn form the initial basis from which changes to the current County Economic Development Incentive policy may be considered and made.

**Procurement Background**

Not Applicable.

**Fiscal Impact**

Analysis of fiscal impact has yet to be determined prior to resolution of potential policy strategies that work within the existing legal framework.

**Recommendation**

The County Manager recommends that the Board receive the presentation from Tyler Mulligan and Jonathan Morgan, Associate Professors with UNC’s School of Government, on Economic Development components, incentive negotiations and legal parameters that will serve as an update to the conversation at the February Board retreat. The Manager also recommends that the Board provide feedback and direction to the Manager, County Attorney, and staff as appropriate regarding potential changes to this policy